



Dell's dedicated Federal sales team.

ACCOUNT EXECUTIVE

Michael Watkins
Account Executive
(240)401-0823
Michael_Watkins@dell.com
Fax (240)209-5906

Your Account Executive is responsible for overall account service and introducing new products and services. Additionally, your Account Executive will assist with organization initiatives, large projects and Premier Dell.com online commerce.

SALES REPRESENTATIVE

Janna Harrington
Sales Representative
1-800-727-1100 x772-6325
Janna_Harrington@dell.com
Fax (512)283-6325

Your Sales Representative leads the day-to-day activities on the account from Round Rock, Texas and works with the Account Executive and Systems Consultant. They handle all product pricing and quoting, assist with order status, and are the focal point for all Custom Factory Integration projects.

SYSTEMS CONSULTANT

Mickey Henry
Systems Consultant
(540)452-4001
Mickey_Henry@dell.com

Your Systems Consultant is responsible for overall enterprise server, storage and network strategies. Your Systems Consultant also presents on-site product messages including server and storage roadmaps.

TECHNICAL SALES REPRESENTATIVE

Sharon Scott
Technical Sales Representative
1-800-289-3355 x 72-4115
Sharon_Scott@dell.com

Your Technical Sales Representative supports your sales representative on the day-to-day activities on the account from Round Rock, Texas and works with the Systems Consultant. They handle all server and storage pricing and quoting, and can assist with order status.

INSIDE SALES MANAGER

Brice Dudley
Inside Sales Manager
(512)728-7039
Brice_Dudley@dell.com

The Inside Sales Manager is the manager responsible for the inside sales team and serves as an escalation path for customers.

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Helpful Dell Numbers

**CONTACT THE DELL FEDERAL MAIN NUMBER
FOR ALL OF YOUR INFORMATION NEEDS AT 1-800-727-1100.**

Federal Sales.....	800-727-1100
Government Incoming Faxes – Purchase Orders.....	(512)283-6325
Government Incoming Faxes – General	512-283-1111

**FOR INFORMATION ON THE FOLLOWING SERVICES,
CALL 1-800-727-1100 AND ENTER THE EXTENSION NUMBER:**

OptiPlex™ Technical Support.....	x7269077
Dimension™ Technical Support.....	x7269079
Notebook Technical Support	x7269080
Server Technical Support	x7267304
Customer Technical Service	x7266408
Employee Purchase Program	x7266402

INTERNET RESOURCES

Dell Federal Home Page	www.dell.com/fed
Dell Federal Solutions Center	www.dell4fed.com
Dell Federal Promotions Page	www.dell.com/fed/promos
Main Dell Home Page	www.dell.com
Dell Employee Purchase Program.....	www.dell.com/ghc
Take the Premier Dell.com Demo Tour	www.dell.com/premierdemo
Premier Dell Store	www.premier.dell.com
Order Status.....	www.support.dell.com/ordstat
Customer Care.....	www.dell.com/public-ecare
Dell Main Product Support Page	www.dell.com/support
Dell Services (includes Custom Factory Integration).....	www.dell.com/services

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